

Message Text

UNCLASSIFIED

PAGE 01 MANILA 14185 030924Z

13

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

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R 030720Z DEC 74

FM AMEMBASSY MANILA

TO USDOC WASHDC

INFO SECSTATE WASHDC 8811

AMEMBASSY SINGAPORE

UNCLAS MANILA 14185

E.O. 11652: N/A

TAGS: BEXP, RP

SUBJ: PROCESS CONTROLS USA, MANILA -- PROCUREMENT

REF USDOC 17202 AND MANILA 13207

1. GILBARCO PHILIPPINES' SEARCH FOR APPROPRIATE PUMP LINE
FURNISHES OPPORTUNITY FOR RECRUITING WEINMAN PUMP COMPANY
FOR SUBJECT SHOW. GILBARCO MANAGER REUBEN M. VALERIO WROTE
OCTOBER 1 TO WEINMAN ASKING FOR DISTRIBUTORSHIP, STATING
ITS READINESS TO CARRY INVENTORIES OF \$40,000 TO \$50,000
WORTH OF CENTRIFUGALS. SINCE VALERIO HAS NOT RECEIVED REPLY
HE HAS ASKED US FOR ASSISTANCE WHICH WE HAVE ALREADY DONE
BY LETTER DIRECT TO WEINMAN PUMP CO.

2. GILBARCO, AS COMMERCE AWARE, IS LEADING MANUFACTURER IN
U.S. OF GASOLINE PUMPS AND LOCAL BRANCH OF AUSTRALIAN
SUBSIDIARY IS ACTIVE AND AGGRESSIVE. IT BELIEVES CENTRI-
FUGAL MARKET IS VERY GOOD. TRADE STATISTICS SHOW THAT 1973
IMPORTS OF PUMPS OF ALL TYPES TOTAL \$2.4 MILLION WHILE
PARTS THEREOF AND NES WERE AN ADDITIONAL \$2.2 MILLION.

3. SUGGEST THAT OIM CONVEY GILBARCO PHILIPPINES' INTEREST
TO WEINMAN AND ALSO SEEK TO RECRUIT WEINMAN FOR APRIL
SHOW. NAME AND ADDRESS ARE:

WEINMAN PUMP COMPANY
EXPORT DEPARTMENT
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PAGE 02 MANILA 14185 030924Z

290 SPRUCE STREET

COLUMBUS, OHIO 43215
SULLIVAN

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NNN

Message Attributes

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Disposition Authority: n/a
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Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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